

# EPP Buyer Update

Volume 12, March 2005

## Massachusetts Gets Hot Prices on Hybrids!



### VEH58 Vehicles and Prices:

Honda Civic .....	\$18,850
Toyota Prius .....	\$19,650
Honda Accord.....	\$27,350
Ford Escape SUV .....	\$24,300
GM Silverado pick-up..	\$21,700

Next month the Commonwealth will be awarding a statewide contract for five all new hybrid (gasoline/electric) vehicles at prices that will get your attention! The contract represents a big opportunity for state and local fleets to make purchases that will work to improve air quality, significantly cut greenhouse gas emissions and reduce petroleum dependence. The bonus, however, is that hybrids nearly double the fuel-efficiency of the vehicle compared to similar sized conventional cars without sacrificing convenience or performance.

During the remainder of fiscal year 2005, Massachusetts agencies and municipalities are slated to purchase an estimated 75 hybrid vehicles. While the initial price tag of these cars is somewhat higher than comparable conventional cars, the difference is generally offset by lower fuel costs, lower projected maintenance costs and higher resale value – making hybrids the “best value” purchase over the life of the vehicle. To view the contract for hybrids (once it is awarded in April), go to [www.comm-pass.com](http://www.comm-pass.com) and search under document #VEH58. For more info on hybrid/electric vehicles, visit the EPP website at [http://www.mass.gov/epp/products/hybrid\\_vehicles.htm](http://www.mass.gov/epp/products/hybrid_vehicles.htm).

## Ready for Earth Day?

### Give the Gift of Wind Energy



By purchasing wind energy certificates, last year's EPP Vendor Fair offset a portion of the greenhouse gas emissions created by electricity use at the event and by attendees driving to the event. On Earth Day, you can offset the environmental impact of your

household by doing the same! By contributing only \$25, you can offset a month's worth of household energy usage with 100% wind energy certificates produced from the wind turbine in Hull, MA (winner of the 2004 EPP and Sustainability Award). Your payment ensures that wind energy will be put into the New England grid. This tax deductible contribution will support local wind energy generators and help build demand for more wind energy in New England. Every dollar you spend for wind energy will be matched with two dollars to fund clean energy projects for Massachusetts communities and for the state's low-income residents. So, green your household, office, facility or event today! For more information and to sign up for New England Wind, visit [www.massenergy.com/wind.intro.html](http://www.massenergy.com/wind.intro.html) or call the Mass Energy Consumers Alliance at 800-287-3950.

## EPP Workshop on May 3

### How to Buy a Less Toxic Computer



Today's computers are a growing area of concern not only for the environmentalists, but also for occupational hygienists. While many people notice that computer monitors have a significant impact on the user's vision, few realize

that the equipment they interact with everyday actually contains over 1,000 materials, many of which are highly toxic or have been linked to reproductive disorders or cancer.

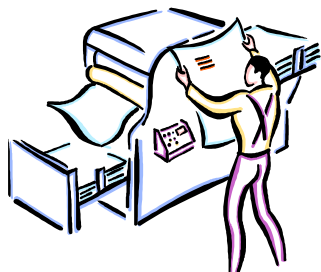
The good news is that equipment models with fewer toxic components and monitors that are better for your eyes are now available from the new ITC16 statewide contract and will be increasingly easy to identify for purchase. Take an hour to come learn how to easily identify these models and protect your health and the environment with your next computer purchase!

The workshop will take place on Tuesday May 3, 2005 as part of the State Training and Resources Exposition (STAR) at the DCU Center (formerly Centrum Centre) in Worcester, MA. STAR is an event exclusively for public employees. To register to attend, please visit [www.mass.gov/star](http://www.mass.gov/star).

## Also In This Issue:

- **Printing Services:**  
Find out how two statewide contractors cut their costs by being “green.” Learn how to pick the most environmentally friendly contractor for your next print job.

### Environmental Score Updates for Printing Contractors: “Greener” Printing Saves Resources, Time and Money



The statewide contract for printing services (OFF15) assigns a score for every contractor based on how “green” they are. The scores updated periodically are based on the contractors’ environmental protection equipment, recycling practices, the types of chemicals (e.g. inks and varnishes) used for printing are, and additional environmental initiatives that contractors implement.

**The goal of the scoring system is to make it easier for buyers to reward printers that go the extra “environmental” mile with additional business.**

The updated environmental scores for the printing contractors on statewide contract OFF15 are in! Seven printing companies applied for an update of their score. While the final lineup did not undergo dramatic changes, the contractors have done a lot of behind-the-scenes work to provide their services in an environmentally sound way. Some of the highlights include:

**DBS Industries, Inc. (DBA Diversified Business Systems)** of Haverhill, MA has introduced a number of new environmental initiatives, including the installation of motion sensor detectors in all areas of the office to save energy and a paper metering system that helps DBS reduce waste by measuring the amount of stock necessary for each job more accurately. In addition, DBS has performed a paper waste analysis to identify opportunities to further reduce paper waste. Industry paper waste for forms printers averages 17 to 20 percent. Implementing the recommendations of the paper waste analysis at DBS will allow them to save not only over 243,000 pounds of paper (over 1400 trees!) and but also over \$137,000 in paper costs.

**Standard Modern Company** has installed a new computer-to-plate system, which has allowed them to eliminate the use of photo processing in order to produce printing plates. The advantages of the new system are significant: no more buying and disposing of film and photo processing chemicals, greatly reduced labor and down-time, as well as increased accuracy in making the printing plates and lower plate waste. Thanks to the new system, Standard Modern has reduced its pre-press costs by 30%, up to \$40,000 a year! Computer-to-plate (or direct-to-plate) technology also reduces the time it takes to go from an electronic file to loading the job onto the printing press. This means that Standard Modern can do more printing in less time.

As you can see, the environmental initiatives mean tangible benefits for the printers and their customers. We encourage you to support the companies that strive not only to provide excellent printing services, but also to do it in an environmentally responsible way. Please make sure to call a printer with a high environmental score next time you need some printing done!

Contractor Name	Updated Score
Moore North America, Inc.*	18
DBS Industries*	17.5
WordTech Corporation	17.5
Red Sun Press, Inc.	16.5
Bradford & Bigelow	16
Standard Modern Company, Inc.*	15.5
Sterling Printing	15.5
Winthrop Printing Company, Inc.*	15.5
Eagle Graphics	15
MacDonald & Evans Printers, Inc.	15
Execuprint	14.5
LT Ventures, Inc dba G&G Printing Co.	14.5
DS Graphics	14.5
Deschamps Printing Co., Inc.	14.5
John C. Otto Company, Inc.	14
United Lithograph Inc.	14
Atlantic Graphic Services, Inc.	14
Copy Cop Inc.	13.5
Impressions Plus, Inc.	13.5
Minuteman Press	13.5
Pyramid Printing	13.5
Spencer Press of Maine, Inc.*	13.5
Saltus Press	13.4
BFS Business Printing, Inc.	13
Charles River Publishing, Inc.	13
Rogers Print & Design	13
Shawmut Printing, Inc.*	12.5
Mailwell Graphics	12.5
Standard Register Company, The	12.5
LPI Printing & Graphics, Inc.	12
Sullivan Brothers Printers, Inc	12
Touchmark, Inc.	12
Arvest Press, Inc.*	11.5
Classic Copy & Printing	11.5
Sir Speedy Printing	11
Angelfcraft Printing & Design	10.5
Lane Printing & Advertising	10.5
Eagle Offset	10
Primary Graphics	9.5
Webster Printing	9.5
LaJustice	9
Miles Press, Inc	9
Shamrock	5.5

\* Printers that have updated their environmental scores.

### Subscription Information

The EPP Buyer Update newsletter is published by the Environmentally Preferable Products Purchasing Program at the Massachusetts Operational Services Division. Visit us online, subscribe and unsubscribe at <http://www.mass.gov/epp>.